REGISTRATIONS OVERSEAS

WEST GERMANY

	6 mos., 1982	6 mos., 1981
Cars		
Alfa Romeo	6,270	7,203
Bertone	743	—
BL	2,263	3,348
BMW	73,383	70,501
Daihatsu	3,205	4,846
Datsun	22,073	22,825
Fiat Auto	55,519	52,286
Ford	136,368	171,778
General Motors	235,910	218,508
Honda	16,934	19,822
Lada	3,559	3,623
Mazda	21,422	24,792
Mercedes-Benz	125,608	128,654
Mitsubishi	18,464	27,944
Nuova Innocenti	335	909
Peugeot SA	54,480	58,765
Citroen	23,857	25,431
Peugeot	13,614	16,387
Talbot	17,009	16,947
Porsche	5,960	5,871
Renault	52,480	58,386
Saab	1,528	1,643
Skoda	743	977
Subaru	1,945	795
Suzuki	5,624	4,026
Toyota	21,280	30,252
VAG	376,779	402,705
Audi	71,943	90,838
Volkswagen	304,836	311,867
Volvo	6,505	7,809
Others	836	1,516
Total	1,249,685	1,330,060

AUSTRIA

	6 mos., 1982	6 mos., 1981
Cars		
Alfa Romeo	1,510	1,191
BL	386	517
BMW	4,329	3,981
Daihatsu	177	211
Datsun	5,880	6,782
Fiat Auto	7,052	6,851
Ford	9,004	10,423
General Motors	16,755	13,230
Honda	1,401	1,232
Lada	1,118	1,440
Mazda	10,218	9,892
Mercedes-Benz	2,581	3,274
Mitsubishi	2,066	3,413
Peugeot SA	8,613	10,332
Citroen	3,629	3,663
Peugeot/Talbot	4,984	6,669
Porsche	232	256
Renault	6,701	6,203
Saab	295	437
Skoda	144	236
Subaru	1,509	1,765
Suzuki	426	727
Toyota	3,683	5,462
VAG	23,447	24,972
Volvo	1,681	2,047
Others	73	97
Total	109,281	114,971

JAPAN

	5 mos., 1982	5 mos., 1981
Cars		
Daihatsu	31,555	35,549
Fuji	29,315	24,593
Honda	95,712	69,143
Isuzu	24,758	25,552
Mitsubishi	102,583	105,960
Nissan	332,345	326,603
Suzuki	23,249	25,593
Toyo Kogyo	99,827	89,848
Toyota	470,752	446,607
Imports	13,976	16,623
Total	1,224,072	1,166,071
Trucks, Buses		
Daihatsu	102,974	91,231
Fuji	75,866	56,479
Hino	16,560	17,428
Honda	56,790	56,313
Isuzu	54,010	56,142
Mitsubishi	112,582	116,550
Nissan	124,897	150,767
Nissan Diesel	8,032	9,178
Suzuki	154,937	135,955
Toyo Kogyo	62,704	72,417
Toyota	154,567	179,517
Total	923,960	941,977
Total vehicles	2,148,041	2,108,048

UNITED KINGDOM

	7 mos., 1982	7 mos., 1981
Cars		
Alfa Romeo	4,742	3,863
BL	149,232	169,722
BMW	12,834	9,438
Colt	4,112	6,897
Daihatsu	2,586	1,349
Datsun	46,832	52,297
Fiat Auto	26,999	31,338
Ford	250,085	260,091
FSO	1,488	1,067
General Motors	99,104	73,603
Honda	8,199	8,875
Hyundai	1,227	—
Jeep	3	48
Lada	8,265	6,991
Lotus	202	136
Mazda	6,715	10,589
Mercedes-Benz	6,774	5,934
Panther	18	25
Peugeot SA	55,029	68,003
Citroen	13,380	14,730
Peugeot-Talbot	41,649	53,273
Reliant	68	217
Renault	38,050	41,294
Rolls-Royce	487	789
Saab	5,107	5,335
Skoda	4,289	4,390
Subaru	1,251	1,609
Suzuki	1,444	1,457
Toyota	13,261	11,794
VAG	48,636	43,515
Volvo	27,002	23,290
Zastava	1,135	—
Others	2,104	2,069
Total	827,990	846,057

SWEDEN

	7 mos., 1982	7 mos., 1981
Cars		
Alfa Romeo	311	290
BL	14	38
BMW	2,117	1,675
Daihatsu	740	518
Datsun	3,140	2,592
Fiat Auto	2,313	2,049
Ford	12,826	12,487
General Motors	12,303	9,882
Honda	2,399	2,234
Lada	1,782	1,757
Mazda	5,515	5,380
Mercedes-Benz	3,363	3,112
Mitsubishi	813	1,070
Peugeot SA	3,329	3,911
Citroen	1,372	1,383
Peugeot/Talbot	1,957	2,528
Porsche	104	71
Renault	1,374	1,672
Saab	16,704	13,880
Skoda	270	175
Subaru	166	—
Toyota	4,637	3,254
VAG	14,917	13,027
Volvo	32,082	27,623
Others	17	10
Total	121,236	106,708

FRANCE

	4 mos., 1982	4 mos., 1981
Cars		
Alfa Romeo	9,826	7,435
BL	8,866	7,060
BMW	11,189	7,739
Datsun	5,173	5,177
Fiat Auto	32,526	25,284
Ford	39,907	34,167
General Motors	16,005	10,226
Honda	2,360	1,509
Lada	6,965	5,208
Mazda	4,754	2,654
Mercedes-Benz	6,112	5,312
Mitsubishi	1,304	1,014
Peugeot SA	236,254	207,285
Citroen	98,717	89,609
Peugeot	92,865	86,942
Talbot	44,670	30,734
Polski	428	441
Porsche	519	417
Renault	277,051	254,985
Saab	37	108
Skoda	1,265	1,211
Toyota	3,228	4,284
VAG	42,703	42,806
Volvo	3,804	3,356
Zastava	276	431
Others	27	46
Total	710,755	627,542

PRODUCTION OVERSEAS

FRANCE

	6 mos., 1982	6 mos., 1981
Cars		
Peugeot SA	689,363	668,094
Citroen	274,888	284,904
Peugeot	291,683	283,392
Talbot	122,792	99,798
Renault	728,896	697,057
Total	1,418,259	1,365,151
Trucks, buses		
CBM	60	44
Peugeot SA	74,532	94,059
Citroen	15,657	26,527
Peugeot	51,391	60,808
Talbot	7,484	6,724
Renault	123,943	124,741
Sovam	48	68
Unic	3,305	5,851
Total	201,888	224,763
Total vehicles	1,620,147	1,589,914

JAPAN

	5 mos., 1982	5 mos., 1981
Cars		
Daihatsu	55,927	69,031
Fuji	82,705	75,950
Honda	364,488	364,573
Isuzu	51,236	51,631
Mitsubishi	248,641	257,621
Nissan	731,594	749,786
Suzuki	28,065	38,003
Toyo Kogyo	349,616	342,736
Toyota	942,911	968,523
Total	2,855,183	2,917,854
Trucks, buses		
Daihatsu	133,332	133,559
Fuji	124,893	107,266
Hino	27,262	29,237
Honda	61,616	60,070
Isuzu	121,301	140,094
Mitsubishi	159,032	183,054
Nissan	264,657	294,752
Nissan Diesel	15,606	17,406
Suzuki	201,046	180,066
Toyo Kogyo	116,273	142,360
Toyota	395,690	427,115
Others	348	319
Total	1,621,056	1,715,298
Total vehicles	4,476,239	4,633,152

SPAIN

	5 mos., 1982	5 mos., 1981
Cars		
Citroen	40,446	26,774
Ford	98,589	105,078
Renault	126,671	124,198
Seat	104,674	91,945
Talbot	25,433	26,096
Total	395,813	374,091
Trucks, buses		
GAF	146	703
Citroen	17,603	11,894
Enasa	5,219	6,477
Ford	3,350	2,542
Hispavinsa (Talbot)	1,372	1,319
Land Rover	5,801	7,326
Mercedes-Benz	6,076	6,105
Motor Iberica	7,912	9,013
Renault	13,864	10,858
Seat	1,043	558
Total	62,386	56,793
Total vehicles	458,199	430,884

UNITED KINGDOM

	4 mos., 1982	4 mos., 1981
Cars		
BL	160,412	164,412
Austin Rover	147,874	156,294
Jaguar	7,852	4,457
Land Rover	4,686	3,317
Carbodies	433	—
Ford	109,454	106,088
DeLorean	1,183	433
Lotus	184	98
Reliant	32	38
Rolls-Royce	910	910
Talbot	15,054	40,610
TVR	40	62
Vauxhall	34,983	23,687
Others	195	204
Total	322,880	336,198
Trucks, Buses		
Bedford	17,510	15,543
BL	30,112	30,140
Austin Rover	11,209	10,496
Land Rover	14,152	14,510
Leyland Vehicles	4,751	5,134
ERF	691	N/A
Foden	218	182
Ford	37,869	27,514
Hestair Dennis	294	291
Karrier	2,524	3,233
MCW	108	246
Seddon Atkinson	455	466
Others	199	253
Total	89,980	77,868
Total vehicles	412,860	414,066

ARGENTINA

	2 mos., 1982	2 mos., 1981
Cars		
Ford	3,099	7,807
Renault	6,738	11,479
Sevel	3,795	5,332
Volkswagen	1,166	2,716
Total	14,798	27,334
Trucks, Buses		
Deutz	—	38
Fiat	17	20
Ford	3,457	4,196
Mercedes-Benz	694	1,007
Renault	—	9
Scania	34	69
Sevel	137	562
Volkswagen	242	1
Total	4,581	5,902
Total vehicles	19,379	33,236

Auto industry revival poses questions

By Arthur Way
Economist Intelligence Unit

The worldwide automotive industry is beginning to awaken from one of its periodic nightmares. After three years of gloom, doom and despondency, some encouraging signs are emerging. Passenger car production in Western Europe's two principal vehicle manufacturing nations—West Germany and France—is rising, while, across the Atlantic, auto companies are starting to see a return to profitability.

The dismal performance of the past few years fits into the cyclical pattern of demand and production which has characterized worldwide automotive activity in the postwar period. The three principal vehicle-producing areas together — North America, Western Europe and Japan — have had eight downturns in passenger-car production since 1946, but each recovery peaked at a higher level than its predecessor, the so-called "ratchet effect."

As a general rule, the steeper the fall, the more impressive and rapid the recovery.

If there was to be a fundamental shift in industry fortunes, it would have occurred after the oil crisis of 1973. This triggered an exceptionally severe downturn. But recovery was so sudden and strong that two years later, in 1977, new record levels of sales and production were set.

The clear message is that the world depends on cars and trucks to move people and goods.

Revival of the auto industry is on the way. The question is, whether its past structure and pattern will remain valid in the future.

A number of developments have occurred which could alter the industry.

The role of government in auto industry affairs is always a consideration, but it assumed growing importance as a result of highly adverse market conditions of the past decade. Faced with potential collapse of individual auto companies, government has provided financial support and, in North America and Western Europe, assumed increasing roles as protectors in cases where domestic auto industries are threatened by imports.

Another factor is the growing global character of the auto industry. Postwar up to the mid-1960s, auto industries in Western Europe went their own ways. The 1970s, though, brought about a European industry in which companies served a European market with common tastes.

Emphasis in the 1980s undeniably is biased toward development of a world industry, with links between Japanese, European and U. S. companies, all serving a market with common demands.

Globalization by vehicle manufacturers has a crucial impact on auto suppliers. A recent survey shows there have been significant changes in international sourcing, particularly in Western Europe.

Japan's auto industry also is changing. The Japanese are the world's most efficient vehicle producers. However, their success comes at the expense of traditional producers in North America and Western Europe. This has resulted in the latter implementing huge investment programs to improve production efficiency without adding capacity.

As the 1980s develop these issues will be important:

- Will the Japanese be able to match the Europeans in technological innovation?
- How successful will U. S. companies be in downsizing cars while keeping prices competitive?
- Will more production shift to Japan, or will Japanese manufacturers be forced to assemble more in their major export markets as national protectionism grows?
- Will ambitious developing countries mount meaningful export drive to the West?
- What will be the financial climate of the worldwide auto industry?

Since the world automotive revival is only a matter of time —and past experience shows the turnaround from recession to prosperity is extremely rapid — how have the industry structure and character changed, and what are the key issues and ingredients of success for the 1980s?

This is the subject of a conference being organized by Kearney Management Consultants and The Economist Intelligence Unit entitled, "The Automotive Industry of the 1980s: Strategy for Revival." The conference is Oct. 21, the second trade day of the 1982 British Motor Show at the Metropole Hotel, Birmingham, England.

Mazda's Luce, above, and its sister Cosmo are entering the emerging sporty-car market in Japan with turbocharged rotary engines. The Hitachi blower and fuel injection are said to boost horsepower 23 percent and torque 40 percent.

factories list auction dates

American Motors

Sept. 8—Central States Auto Auction, Mason City, Ia.; Dallas Auto Auction, Grand Prairie, Tex., and Sand Mountain Auto Auction, Boaz, Ala.

Sept. 9—Todd Auto Auction, Telford, Pa., and Minneapolis North Star Auto Auction, Shakopee, Minn.

Sept. 10—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Sept. 14—Aptco Auto Auction, Taylor, Mich.

Sept. 15—Kansas City Auto Auction, Kansas City, Mo.; Metropolitan Milwaukee Auto Auction, Caledonia, Wis., and Southern Auto Auction, Warehouse Point, Conn.

Sept. 16—Evansville Auto Auction, Evansville, Ind.; Fredericksburg Auto Auction, Fredericksburg, Va., and Minneapolis North Star Autcion, Shakopee, Minn.

Sept. 17—Concord Auto Auction, Acton, Mass.

Sept. 21—D-A Auto Auction, New Stanton, Pa.

Sept. 22—Central States Auto Auction, Mason City, Ia.; Dallas Auto Auction, Grand Prairie, Tex.; Sand Mountain Auto Auction, Boaz, Ala., and Columbus Fair Auto Auction, Obetz, O.

Sept. 23—Todd Auto Auction, Telford, Pa., and Minneapolis North Star Auto Auction, Shakopee, Minn.

Sept. 24—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Sept. 28—Aptco Auto Auction, Taylor, Mich.

Sept. 29—Kansas City Auto Auction, Kansas City, Mo.; Metropolitan Milwaukee Auto Auction, Caledonia, Wis., and Southern Auto Auction, Warehouse Point, Conn.

Sept. 30—Evansville Auto Auction, Evansville, Ind.; Fredericksburg Auto Auction, Fredericksburg, Va., and Minneapolis North Star Auto Auction, Shakopee, Minn.

Chrysler Corp.

Sept. 14—Aptco Auto Auction, Taylor, Mich.

Ford Motor Co.

Sept. 14 — Arena Auto Auction, Chicago, Ill.

Sept. 16—Big H Auto Auction, Houston, Tex.

Sept. 22—Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Lakeland Auto Auction, Lakeland, Fla.

Sept. 23—Nashville Auto Auction, Nashville, Tenn., and Skyline Auto Exchange, Fairfield, N. J.

Sept. 28—Dallas Auto Auction, Dallas, Tex., and Aptco Auto Auction, Taylor, Mich.

Used car sales
Auction Averages

September to date	$4,812
Month ago	$4,831
Year ago	$4,642

Model breakdown
Auction Averages

	SEPTEMBER TO DATE	AUGUST	JULY
1982	$8,578	$8,749	$9,371
1981	6,685	6,591	6,824
1980	5,141	5,348	5,377
1979	5,172	4,830	4,823
1978	3,824	3,867	3,872
1977	3,236	3,038	2,935
1976	1,859	2,046	2,103
1975	1,224	1,357	1,686
Overall Average	$4,812	$4,910	$4,885

used-car auction directory

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Total is $1,080,030, down 15 pct. from 1981

Import registrations dip for 1st half

By Jenny L. King
Staff Writer

Registrations of new imported cars represented 28.77 percent of the June new-car total, down a percentage point from the record 29.77 percent notched a year earlier.

The month's total was down from 1981, but was up from March, April and May of this year, according to figures compiled by R. L. Polk & Co.

Import registrations of 206,373 in June were down 7.25 percent from 222,508 in 1981. May, 1982, import registrations numbered 189,123, giving June a 9.12-percent increase.

Year-to-date import registrations totaled 1,080,030, down 15.24 percent from 1,274,171 the first half of 1981. Penetration this year was 28.59 percent compared with 29.02 percent the preceding year.

Nissan, Honda, Volvo, Mercedes-Benz and BMW increased their shares of the import market in June; Volkswagen suffered the greatest decline among the top 10.

Nissan gained 4.38 percentage points, climbing to 22.57 percent from 18.19 percent; Honda was up 1.64 percentage points, to 15.77 percent from 14.13 percent, and Volvo was up 0.84 percentage points, to 3.82 percent from 2.98 percent.

Mercedes was up to 2.67 percent from 2.52 percent and BMW was up to 2.04 percent from 1.77 percent.

• Top import Toyota dipped 0.40 percentage points in June, to 24.25 percent from 24.65 percent. Mazda, although down 0.60 percentage points, snatched fourth place from Volkswagen which declined 3.58 percentage points to 6.06 percent from 9.64 percent. Mazda claimed 6.60 percent of this June's import market, down from 7.20 percent in 1981.

Subaru was down 0.26 percentage points and Audi was off 0.41 percentage points. Other imports slipped 1.73 percentage points, to 8.87 percent of the total from 10.60 percent.

For the first half of 1982, Nissan enjoyed the greatest growth among the imports, up 1.69 percentage points, to 19.79 percent from 18.10 percent last year, followed closely by Honda, up 1.51 percentage points, to 16.74 percent from 15.23 percent.

Volkswagen lost the most ground, dropping 2.60 percentage points, to 6.71 percent from 9.31 percent. Toyota was down 0.55 percentage points, Mazda was down 0.58 percentage points and other imports were off 1.86 percentage points.

Subaru, Volvo, Mercedes-Benz and Audi increased their shares of the market during the first half of the year.

Japanese-built cars accounted for 78.63 percent of June import registrations, up more than four percentage points from 74.16 percent a year earlier. German products dropped to 13.21 percent from 17.87 percent; Swedish automobiles represented 4.62 percent, up from 3.49 percent, and the French sector increased to 2.22 percent from 1.81 percent.

For the first half, Japanese penetration of the import market advanced to 77.77 percent from 75.26 percent last year. Germany slipped to 14.45 percent from 17.51 percent; Sweden had 4.20 percent, compared with 3.06 percent in 1981, and France was up to 2.20 percent from 1.81 percent.

• Imported-car totals by country of origin in June, 1982, compared with the previous year were.

	June, 1982	June, 1981
Japan	162,267	165,007
West Germany	27,261	39,758
Sweden	9,554	7,755
France	4,573	4,038
Italy	1,402	3,741
Britain	981	2,204
Ireland	335	5

Registrations by country of origin for the first six months of 1982 and their year-ago counterparts were:

	6 mos., 1982	6 mos., 1981
Japan	839,895	958,914
West Germany	156,088	223,167
Sweden	45,387	38,916
France	23,746	23,040
Italy	8,735	19,651
Britain	4,459	10,477
Ireland	1,720	6

Registrations of imported trucks were down in June compared with the total for the month a year ago. Truck imports numbered 33,017, down 20.41 percent from 41,485. Truck figures for June, 1982, compared with the same month a year earlier were:

	June, 1982	June, 1981
Toyota	11,432	11,014
Nissan	7,020	9,482
Mazda	3,227	——
Volkswagen	2,194	——
Ford Courier	——	5,158
Chevrolet LUV	——	5,021
Others	9,144	10,810

Imported trucks for the first half of 1982 dropped 16.64 percent, to 203,055 from 243,575 last year. Totals were as follows:

	6 mos., 1982	6 mos., 1981
Toyota	65,791	59,445
Nissan	44,717	55,019
Mazda	16,371	——
Dodge Ram 50	16,027	——
Chevrolet LUV	——	37,569
Ford Courier	——	33,856
Others	60,149	57,686

TOP CARS

U. S. registrations for the first six months of 1982. Registrations not available for Oklahoma.

1982 Position		Make	1981 Position	
1—	618,032	Chevrolet	749,538—	1
2—	443,086	Ford	530,731—	2
3—	378,268	Oldsmobile	425,419—	3
4—	341,212	Buick	364,017—	4
5—	256,280	Toyota	309,427—	5
6—	232,093	Pontiac	268,499—	6
7—	213,683	Nissan	230,659—	7
8—	180,789	Honda	194,070—	8
9—	158,173	Mercury	178,482—	9
10—	126,263	Plymouth	177,455—	10
11—	123,568	Dodge	160,988—	11
12—	113,215	Cadillac	103,185—	13
13—	77,139	Chrysler	52,026—	17
14—	73,253	Mazda	93,811—	14
15—	72,476	Volkswagen	118,640—	12
16—	66,675	Subaru	69,774—	16
17—	46,076	AMC	72,463—	15
18—	39,549	Lincoln	31,951—	18
19—	36,944	Volvo	31,917—	19
20—	31,923	Mercedes	29,911—	20
21—	23,382	BMW	.....	.....
22—	21,746	Audi	22,463—	22
	.....	Fiesta	28,383—	21
	102,879	Other Imports	145,116	
	1,405	Misc. Domestic	1,338	
	3,778,109	Total	4,390,708	

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.

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Delaware's newest

Michael S. Uffner, center, president, Delaware Motor Sales, Inc., Wilmington, Del., signs a sales and service agreement making him Delaware's newest exclusive Cadillac dealer. Philadelphia zone assistant managers Fred M. Teach, left, and Greg J. Warner, witness the signature.

Police department picks Impala

James Randlett, center, mayor of Warren, Mich.; Chevrolet fleet assistant manager Harry Hammond, left, and Warren Police Commissioner Edward Edwardson display the first nine of a total 26 Chevrolet Impala 9C1 police cars to go into service in the Detroit suburb. Sales of Impala police cars are up more than 60 percent over last year, according to Hammond. Dick Morris Chevrolet, of Walled Lake, Mich., won the fleet bid over 15 competitors. Chevrolet headquarters are located in Warren.

Congressman seeks ouster of Antitrust Chief Baxter

WASHINGTON. — Reflecting at least some of the Congressional concern over statements made by Antitrust Chief William Baxter in a published interview, Rep. Albert Gore Jr., Tennessee Democrat, has asked for Baxter's resignation for not adequately enforcing the antitrust laws.

Baxter was recently quoted as saying he personally disagreed sometimes with the law's per se finding that resale price maintenance — price fixing — is illegal.

Baxter was quoted as saying: "I would permit resale price maintenance for technologically complex products that had been on the market for a short time, and I see no reason on earth why it should not be permitted any time one is sure that it is not being used as a device to facilitate horizontal collusion."

Core said that not only is Baxter wrong in substance, "but he is dangerously wrong in attempting to run roughshod over two branches of government."

Gore not only disagreed with Baxter, but noted that in going against statements made repeatedly by Congress and the Supreme Court about the illegality of price-fixing, his decision not to enforce the law when he disagrees hurts the public.

Said Gore: "He appears to assume that consumers are ignorant, and he wants to force them to pay for additional, possibly unwanted services, such as high-powered promotion campaigns."

Response from the Justice Department spokesman: "We look at every case on a case-by-case basis. In each one, we take a careful look at the economic evidence in light of the law and prosecute when we find a significant anticompetitive effect or damage to consumers."

Ford Credit Equity expands services, changes its name

DETROIT. — Ford Credit Equity Corp., an affiliate of Ford Motor Credit Co., announced it is expanding its operation into new markets and changing its name to Ford Financial Services, Inc.

The expansion of Ford Financial is part of Ford Credit's efforts to diversify.

"We have been a registered broker since 1977, involved primarily in brokering lease financing for other Ford Motor Co. activities and, on a limited basis, brokering participations in non-Ford leases," said George V. Brown III, Ford Financial chairman.

"We are now expanding our brokerage services to a broader sector of the business community. We believe our new name better identifies the corporation with the services it provides and distinguishes us from the lending operations in Ford Credit."

Ford Financial acts as a broker on behalf of its clients and does not loan funds to its clients directly.

"Ford Financial makes a detailed analysis of a client's financing needs, structures the transactions, then locates qualified investors who can provide funds at competitive rates, and brings client and investor together," Brown said.

Ford Finnacial has targeted the Fortune "Second 500" group of industrials as one of the primary candidates for the company's services, including private placement of securities to raise funds for working capital or production facilities, and finding specialized financing for unique business ventures.

NIASE elects Kiple

WASHINGTON. — James S. Kiple, manager - service-operations, American Motors Corp., has been elected a director of the National Institute for Automotive Service Excellence (NIASE).

IMPORT REGISTRATION SHARES IN U. S.

	JUNE					SIX MONTHS				
	Regis., June, 1982	Percent Share of Market	Regis., June, 1981	Percent Share of Market	Pct. Pt. Change '82 vs. '81	Regis., 6 Mos., 1982	Market Percent Share of	Regis., 6 Mos., 1981	Percent Share of Market	Pct. Pt. Change '82 vs. '81
Toyota	50,038	24.25	54,857	24.65	— 0.40	256,280	23.73	309,427	24.28	— 0.55
Nissan	46,586	22.57	40,463	18.19	+ 4.38	213,683	19.79	230,659	18.10	+ 1.69
Honda	32,537	15.77	32,099	14.13	+ 1.64	180,789	16.74	194,070	15.23	+ 1.51
Mazda	13,628	6.60	16,025	7.20	— 0.60	73,253	6.78	93,811	7.36	— 0.58
Volkswagen	12,502	6.06	21,444	9.64	— 3.58	72,476	6.71	118,640	9.31	— 2.60
Subaru	11,505	5.57	12,972	5.83	— 0.26	66,675	6.17	69,774	5.48	+ 0.69
Volvo	7,877	3.82	6,633	2.98	+ 0.84	36,944	3.42	31,917	2.51	+ 0.91
Mercedes	5,513	2.67	5,618	2.52	+ 0.15	31,923	2.96	29,911	2.35	+ 0.61
BMW	4,213	2.04	3,941	1.77	+ 0.27	23,382	2.16	.....	.....	.....
Audi	3,672	1.78	4,875	2.19	— 0.41	21,746	2.01	22,463	1.76	+ 0.25
						.....	.....	28,383	2.23	.....
Others	18,302	8.87	23,581	10.60	— 1.73	102,879	9.53	145,116	11.39	— 1.86
TOTAL	206,373		222,508			1,080,030		1,274,171		
Share of U. S. Total		28.77		29.77	— 1.00		28.59		29.02	— 0.43

Registrations for Oklahoma not available.

Week's total is far below last year's 125,699

U. S. auto output rises to 97,739

By Patricia Hoffman
Staff Writer

The return of General Motors' Leeds plant although minus second-shift operations, was enough to offset downtime at Ford Motor's Kansas City point and boost last week's domestic car production 2.05 percent above the previous week's total.

Output last week was slated at 97,739 cars, up from 95,772 the previous week, but down 22.24 percent from 125,699 in the comparable 1981 week.

Breakdown for the week by company was: GM, 65.32 percent; Ford, 17.64 percent; Chrysler Corp., 14.58 percent and American Motors, 2.46 percent.

To date, the makers have finished 3,523,031 units, a 23.48 percent decline from last year's 4,604,227.

The GM Leeds facility (Buick Skylark and Oldsmobile Firenza) dropped second-shift operations upon its return last week (Aug. 30) from model changeover. About 2,000 workers have been placed on indefinite layoff as a result.

Also at GM, the Lakewood (Chevette) point halted production for an indefinite period last Wednesday (Sept. 1) due to a decline in sales of the subcompact car.

Ford idled its Kansas City facility for one week last week to control overstocked inventories.

Only five assembly points remained idle last week for model changeover. They were: GM's Oklahoma City and Wilmington plants, Ford's Atlanta and Chicago facilities and the Volkswagen of America Westmoreland point.

The GM Wilmington plant is slated to resume operations tomorrow, (Sept. 7). GM's Oklahoma City plant is scheduled to return Sept. 20.

VWoA's Westmoreland point, idle since Aug. 2, is slated to return next Monday (Sept. 13) with production of 1983 models.

There was no startup date given for the Ford facilities.

All U. S. assembly plants are idle today (Sept. 6) in observance of the Labor Day holiday.

Ford Credit adds details on new finance program

Ford Motor Credit Co. has provided further details of its recently announced retail finance program.

The program, as reported, offers 11.9 percent retail financing on '82 Thunderbirds, XR-7s and Continentals and on '83 Continentals.

Ford Credit said it was paying $1,300 on '82 and '83 Continentals to dealers who are on a limited repurchase plan; otherwise, dealers on the "without recourse" plan receive $1,250 on Continental.

As indicated, dealers receive $800 on Thunderbird / XR-7 if they are on a limited repurchase plan and $750 if they are on a "without recourse" plan for those car lines.

Dealers have a choice of limited or without recourse in the bulk of states.

Ford Credit also indicated that on Continentals covered with limited repurchase paper, it was paying a flat $140 finance reserve, and on paper without recourse it was paying $90 for Continental.

Again, dealers with limited recourse receive $90 finance reserve on Thunderbird/XR-7 and $40 on contracts without limited recourse.

Ford is offering its program in all states except Arkansas where there is a capped rate.

Finally, Ford Credit is reducing its finance rate by a full percentage point on other models, except in states with restrictive statutory rate ceilings.

Truck production for year exceeds 1981 by 16 pct.

Domestic truck production last week rose 6.01 percent from the previous week's total as the return of General Motors' Janesville facility help offset downtime at Ford Motor's Louisville point.

The makers targeted 32,745 units last week, up from 30,889 the previous week, and a 21.21 percent gain from 27,014 trucks completed in the comparable 1981 week.

Year-to-date, the manufacturers have finished 1,362,452 trucks, up 16.89 percent from last year's 1,165,570.

The GM Janesville plant, idle three weeks for model changeover, resumed operations last Tuesday, (Aug. 31).

GM's Detroit plant was closed for the second week last week due to model changeover. Production of 1983 models is slated to begin at the facility Sept. 20.

Also at GM, the Pontiac heavy-duty lines, both idled Aug. 13, remained down last week for changeover. The heavy-duty line is scheduled to return Sept. 20, and the medium-duty line is due back tomorrow (Sept. 7).

Ford's Louisville plant was closed last week for inventory control. The point is scheduled to return tomorrow.

Volkswagen of America's Westmoreland plant remained idle last week for model changeover. The facility, which closed June 28, has slated an Oct. 25 return.

Starting in October, second-shift operations will be added to the GM's Pontiac point, due to strong sales of compact pickups. About 1,100 additional jobs will be added as a result of the new shift.

All plants will be closed today (Sept. 6) for the Labor Day holiday.

TRUCK PRODUCTION IN U. S.†

	Week Ended Sept. 4, 1982	Week Ended Sept. 5, 1981	Week Ended Aug. 28, 1982	Aug. Est.	Jan. 1 to Sept. 5, 1981	Jan. 1 to Sept. 4, 1982
CHEVROLET	11,223	5,507	8,769	40,683	344,298	469,414
DODGE	2,800	2,120	2,633	8,208	67,258	90,021
FORD	11,405	11,386	12,590	61,451	431,268	491,832
GMC	3,172	2,951	2,743	13,403	121,273	169,423
INTERNATIONAL	1,095	1,600*	1,104	4,842	51,491	33,905
VOLKSWAGEN	.....	.....	.....	.....	31,038	8,103
JEEP	2,000*	2,000*	2,000*	8,806*	70,188	59,123*
AM GENERAL	50*	50*	50*	220*	2,836	1,630*
MISCELLANEOUS	1,000*	1,400*	1,000*	4,400*	45,920	39,000*
Total Trucks, U. S.	32,745	27,014	30,889	142,013	1,165,570	1,362,452

CANADIAN TRUCK PRODUCTION

	Week Ended Sept. 4, 1982	Week Ended Sept. 5, 1981	Week Ended Aug. 28, 1982	Aug. Est.	Jan. 1 to Sept. 5, 1981	Jan. 1 to Sept. 4, 1982
CHRYSLER CORP.	2,543	2,003	2,600	10,147	57,067	70,952
FORD MOTOR	2,964	2,792	4,719	16,009	101,806	101,141
GENERAL MOTORS	6,226	5,002	4,497	12,247	191,787	175,303
INTERNATIONAL	260	266	265	1,109	7,928	7,953
Total Trucks, Canada.	11,993	10,063	12,081	39,512	358,590	355,349
N. American Trucks	44,738	37,077	42,970	181,525	1,524,160	1,717,801

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

Car output holds steady in Canada; Oshawa returns

The return of General Motors' Oshawa (No. Two) car facility helped boost last week's Canadian auto production 1.22 percent from the previous week's total, and output jumped 89.21 percent from the comparable 1981 week.

The car makers targeted 19,627 units last week, up from the previous week's 19,391 and up from 10,373 units built the same week last year.

Year-to-date, the auto manufacturers have assembled 604,331 units, a 4.69 percent gain from 577,281 built in the comparable 1981 period.

Truck production last week dropped to 11,993 units, a fraction below the previous week's 12,081 as Ford Motor's Oakville plant returned to normal operations following the prior week's daily overtime. The total, however, was up 19.18 percent from 10,063 units built in the comparable 1981 week.

So far this year, the truck manufacturers have finished 355,349 units, down slightly from last year's 358,590.

Operations resumed last week (Aug. 30) at GM's Oshawa (No. Two) car facility following a four-week shutdown for model changeover.

GM's Oshawa truck point also returned last week following four weeks of downtime for changeover.

Ford's Oakville car plant scheduled one hour of overtime last Monday through Thursday. Normal eight-hour, two-shift operations resumed on Friday.

Downtime to control inventory is slated at Ford's St. Thomas point beginning Sept. 13.

U. S. CAR PRODUCTION

	Week Ended Sept. 4, 1982	Week Ended Sept. 5, 1981	Week Ended Aug. 28, 1982	Aug. Est.	Jan. 1 to Sept. 5, 1981	Jan. 1 to Sept. 4, 1982
AMERICAN MOTORS	2,400*	2,000*	2,456*	10,784*	92,722	48,579*
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	14,250	15,168	13,383	32,913	557,692	394,516
Plymouth Total	5,050	9,025	5,278	11,486	290,111	160,072
Horizon	2,100	3,378	1,930	2,770	112,300	50,490
Reliant	2,700	5,647	3,311	8,506	168,224	109,222
Caravelle ('81)	.....	.....	.....	.....	2,139	.....
Caravelle ('83)	250	.....	37	210	.....	360
Gran Fury	.....	.....	.....	.....	7,448	.....
Chrysler Total	3,100	.....	2,920	8,796	22,098	78,723
LeBaron	1,800	.....	1,738	5,697	17,236	74,844
Chrysler	.....	.....	.....	.....	4,862	.....
E-Class	1,300	.....	1,182	3,099	.....	3,879
Dodge Total	6,100	6,143	5,185	12,631	245,483	155,721
Omni	1,900	2,502	1,682	2,442	96,984	47,353
Aries	3,100	3,641	2,369	6,223	132,173	83,196
Diplomat	.....	.....	.....	.....	12,644	.....
Dodge 400	400	.....	554	2,315	.....	23,101
Dodge 600	700	.....	580	1,651	.....	2,071
St. Regis	.....	.....	.....	.....	3,682	.....
FORD MOTOR	17,244	26,425	21,681	72,971	957,462	757,546
Ford Division	10,682	17,920	14,031	42,974	653,196	475,305
Escort	7,150	9,199	7,209	20,242	248,491	193,289
Fairmont	.....	3,672	2,951	11,514	133,633	85,794
Must./Must. II	3,322	.....	2,776	6,693	116,573	87,763
Granada	.....	3,396	.....	.....	63,447	74,051
Thunderbird	.....	1,653	908	4,068	50,166	29,326
Ford	.....	.....	.....	.....	40,886	.....
EXP	210	.....	187	457	.....	5,082
L-M Division	6,562	8,505	7,650	29,997	304,256	279,241
Mercury Total	4,512	7,447	6,002	22,974	264,087	215,155
Lynx	1,938	2,639	2,091	7,252	86,547	61,278
Capri	1,062	.....	951	2,844	40,048	24,579
Zephyr	.....	951	929	3,620	40,508	28,519
Cougar	.....	1,352	.....	.....	31,312	35,953
XR-7	.....	1,191	515	2,253	23,101	10,580
Mercury	1,454	1,314	1,459	6,867	42,571	53,007
LN7	58	.....	57	138	.....	1,239
Lincoln Total	2,050	1,058	1,648	7,023	40,179	64,086
Continental ('82)	410	234	330	1,406	615	13,344
Lincoln	912	417	738	3,173	19,301	29,069
Mark VI	728	407	580	2,444	20,263	21,673
GENERAL MOTORS	63,845	82,081	58,252	234,117	2,873,019	2,263,106
Buick Division	14,940	34,632	13,478	59,630	623,315	530,802
Skylark	4,264	23,801	3,448	11,004	188,066	100,952
Skyhawk J	1,224	.....	4	494	.....	49,150
Century	400	.....	1,138	8,107	86,881	89,618
Regal	3,991	5,555	4,032	20,139	185,251	144,369
Buick	3,861	4,055	3,698	16,984	115,562	121,883
Riviera	1,200	1,221	1,158	2,902	47,555	24,830
Cadillac Division	5,668	3,771	4,945	11,948	180,546	154,129
Cimarron	388	1,016	.....	376	14,200	4,048
Seville	528	465	489	1,139	16,640	14,046
Eldorado	1,152	1,030	1,247	2,804	41,643	37,807
Cadillac	3,600	1,260	3,209	7,629	108,063	98,228
Chevrolet Division	20,061	21,619	19,113	84,510	1,075,575	731,492
Chevette	.....	6,716	1,489	13,867	247,347	152,472
Cavalier	2,990	4,329	1,078	3,887	66,871	59,259
Celebrity	2,482	.....	1,072	2,664	.....	44,831
Camaro	4,989	.....	5,516	23,725	87,694	162,931
Citation	3,009	5,497	3,030	13,407	256,237	127,243
Malibu	1,929	2,507	2,179	10,768	172,297	85,019
Monte Carlo	2,548	2,508	2,390	7,059	100,708	50,403
Chevrolet	1,514	.....	1,764	7,473	122,590	29,734
Corvette	600	62	595	1,660	21,831	19,600
Oldsmobile Division	18,260	11,210	17,042	54,227	618,691	522,781
Omega	1,672	.....	1,564	5,684	109,277	59,990
Firenza	313	.....	.....	125	.....	34,324
Cutlass	5,160	4,804	5,197	11,872	289,557	134,604
Cutlass/Ciera	4,400	.....	3,698	11,237	.....	83,927
Oldsmobile	5,995	5,645	5,893	23,571	189,004	186,415
Toronado	720	761	690	1,738	30,853	21,521
Pontiac Division	4,916	10,849	3,674	23,802	374,892	323,902
Acadian†	.....	684	.....	225	15,479	8,353
2000	1,136	2,679	945	1,400	46,418	29,519
1000	.....	2,515	6	3,273	59,828	27,313
Firebird	.....	.....	.....	10,721	43,468	92,893
Phoenix	1,391	1,672	1,018	2,989	82,066	36,787
G. Prix/B'ville ('83)	1,271	3,299	1,242	4,284	75,542	102,686
A6000	1,118	.....	463	910	.....	26,351
LeMans	.....	.....	.....	.....	42,027	.....
Pontiac	.....	.....	.....	.....	10,064	.....
VOLKSWAGEN	.....	.....	.....	.....	121,813	60,121
CHECKER	.....	25*	.....	.....	1,519	2,163*
Total Cars, U. S.	97,739	125,699	95,772	350,785	4,604,227	3,523,031

CANADIAN CAR PRODUCTION

	Week Ended Sept. 4, 1982	Week Ended Sept. 5, 1981	Week Ended Aug. 28, 1982	Aug. Est.	Jan. 1 to Sept. 5, 1981	Jan. 1 to Sept. 4, 1982
AMERICAN MOTORS	1,200	705	1,213	5,349	23,067	22,197
CHRYSLER CORP.	3,440	2,699	3,511	16,168	39,380	113,947
FORD MOTOR	7,664	2,173	8,369	27,861	159,690	212,771
GENERAL MOTORS	7,143	4,571	6,118	18,317	348,139	248,515
VOLVO	180	225	180	389	7,005	6,901
Total Cars, Canada	19,627	10,373	19,391	68,084	577,281	604,331
N. American Cars	117,366	136,072	115,163	418,869	5,181,508	4,127,362
N. American Trucks	44,738	37,077	42,970	181,525	1,524,160	1,717,801
North American Cars and Trucks	162,104	173,149	158,133	600,394	6,705,668	5,845,163

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.